

## Letter from Fred DeLand to Thomas A. Watson, November 20, 1907

November 20, 1907. Thomas A. Watson, Esq., East Braintree, Mass. Dear Sir:—

Thank you for letter of November 17, and especially for your reference to John Ponton. I enclose a chapter showing excerpts from his writings. One man claimed that Ponton taught you and Dr. Bell and Mr. Hubbard all about the exchange system. I endeavored to convince him that Ponton's own writings showed that Ponton came into the game after Dr. Bell had lectured on the value of an exchange system. Perhaps you can recall whether Ponton deserves credit for first suggesting the central office system. If so, he ought to have it. That he was very active, far more so than the majority of agents, I admit. But was he really the originator of the central exchange system?

If you can aid in the settlement of this question, it will be a great favor. For I do want these revised chapters to be accurate and as complete as possible.

Sincerely yours, Fred Dyh